



Telo Appoints Veteran Industry Executive Joe McNulty Chief Revenue Officer to Head Up Sales and Growth for the Company.

In his role, Mr. McNulty will oversee Telo's go to market and sales functions to help further accelerate the company's growth.

ATLANTA, GEORGIA, UNITED STATES, July 3, 2018 /EINPresswire.com/ -- Atlanta, GA: [Telo](#) has hired industry veteran Joe McNulty as Chief Revenue Officer. In this role, Mr. McNulty will oversee Telo's go to market and sales functions, building on Telo's momentum and ensuring the company's market-driven focus continues to generate value and customer success in the form of data quality, service innovation, and performance.

Chris Brunner, Chief Executive Officer at Telo, said, "We are delighted to be welcoming Joe to Telo. He has worked with data-driven Fortune 100 and 500 companies solving key business problems and helping them take advantage of new market opportunities. His deep product, sales, and customer experience in, telecom, financial, ad tech, retail will help us spread our value-proposition more effectively." Brent James, Chief Operating Officer at Telo, added, "Joe has demonstrated that his vision for the evolution of caller identification services aligns with that of ours here at Telo. It is a natural fit for us. His proven track record of ensuring customer-success arms Telo with a key member of our leadership team that can access a vast network of decision-makers within our target audience."

Before joining Telo, Mr. McNulty served as Senior Vice President of Customer Success at Cloudistics, an enterprise software company offering an on-premise cloud platform. Prior to that, he served in several executive roles leading product, sales and operations both at fledgling and established data, software, security and IoT businesses. Most notably, Mr. McNulty served as Senior Vice President of Operations at the pioneering TARGUSinfo where over seven years he helped to expand and scale their identification and verification services, leading up to TARGUSinfo's acquisition by Neustar, Inc. in 2011. Mr. McNulty continued his executive leadership at Neustar through mid-2016 leading sales engineering and product functions.

Commenting on his appointment, Mr. McNulty said: "I'm thrilled to be joining the Telo team. Telo has uniquely redefined how the market services data-driven organizations. Integration simplicity and configuration flexibility continue to resonate with customers whose businesses demand speed to market but also seek new and more performant alternatives to the status quo. It is great to be with an agile and forward-thinking team that is so adept at applying data science and emerging technologies to bring data solutions to bear where customer experience is paramount."

About Telo: Telo pioneered the first developer-friendly telephony data API in 2011 with the launch of [OpenCNAM](#). Since then, Telo has expanded its developer-focused product line to include [EveryoneAPI](#), a highly advanced reverse phone append API, and released subsequent versions of OpenCNAM that have extended Caller ID coverage to over 180 countries. Today, Telo is committed to lead data services innovation for businesses by providing APIs that supply systems worldwide with information that is rooted in exhaustive research and avant-garde technology.

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